

## Message Text

UNCLASSIFIED

PAGE 01 HELSIN 00708 071432Z

63

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 092432

R 071325Z APR 76  
FM AMEMBASSY HELSINKI  
TO SECSTATE WASHDC 9822  
INFO USDOC WASHDC  
AMEMBASSY STOCKHOLM

UNCLAS HELSINKI 0708

STOCKHOLM FOR TRADE CENTER

E.O. 11652: N/A

TAGS: BEXP FI

SUBJ: THIRD QUARTER CCP-76 REPORT

REF: 74 STATE 280182; 75 HELSINKI 2325; 76 STATE 081995

1. CCP '76 ACTIONS COMPLETE EXCEPT AS FOLLOWS:

(A) PULP AND PAPER INDUSTRY REPORT IS CERP REQUIREMENT  
DUE APRIL 30, AND THUS WILL BE SUBMITTED IN FOURTH QUARTER.  
MARKET BRIEF COMPLETED.

(B) EMPHASIS ON PROMOTION OF PULP AND PAPER REDUCED DUE TO  
ECONOMIC SITUATION AND ADDITIONAL REQUIREMENT FOR COMPUTERS  
AND PERIPHERALS RESEARCH.

(C) PROCESS CONTROL CAMPAIGN NOW TWO TO'S BEHIND SCHEDULE,  
ALTHOUGH CONTACTS HAVE BEEN ESTABLISHED WITH APPROPRIATE METAL  
INDUSTRY DIVISION, AND MAINTAINED WITH KEY END USERS.

2. TRAVEL BY FINNS TO STOCKHOLM TRADE CENTER HAS EXPANDED  
(STATE 081995), ALTHOUGH GROUP PROMOTIONS LESS SUCCESSFUL  
THAN DESIRED. DECLINING RATIO OF AGENT-SEEKING AND NTM FIRMS  
AT SHOWS ADVERSELY AFFECTED STC PROMOTION IN FINLAND. INDIVIDUAL  
AND SMALL GROUP TRAVEL TO U.S. EVENTS CONTINUES. RESPONSE TO  
FBP PROMOTION EFFORTS, INCLUDING PACKAGING SHOW IN JANUARY,  
HAVE BEEN POOR, WITH RESPONDENTS CITING COMPETITIVE, MORE  
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CONVENIENT EUROPEAN SHOWS AS WELL AS BASIC SLUGGISHNESS AND

TIGHT FINANCIAL SITUATION IN LOCAL ECONOMY. INSTITUTIONAL  
ARRANGEMENT WITH LOCAL TRAVEL AGENCY AREA DEVELOPING WELL.

3. IN-STORE PROMOTION DOES NOT AFFECT CCP RESOURCES.  
AUSTAD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 APR 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1976HELSIN00708  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760131-0959  
**From:** HELSINKI  
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**Office:** ACTION EUR  
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**Reference:** 76 STATE 280182, 76 HELSINKI 2325, 76 STATE 81995  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** blochd0  
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**Review Date:** 25 MAY 2004  
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**Secure:** OPEN  
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**Subject:** THIRD QUARTER CCP-76 REPORT  
**TAGS:** BEXP, FI  
**To:** STATE  
**Type:** TE  
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